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NEWS



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GLENDALE COMES TO TERMS WITH AEG AS NEW MANAGER FOR GILA RIVER ARENA

*Agreement Maximizes Potential of State-of-the-Art Facility and
Westgate Entertainment District*

GLENDALE, Ariz. – (April 25, 2016) [The city of Glendale](http://www.cityofglendale.org) is pleased to announce AEG Glendale, a division of [AEG Facilities LLC](http://www.aegfacilities.com), as the new manager for Gila River Arena pending approval of the City Council on Tuesday night. AEG Facilities is a stand-alone affiliate of AEG which is the world's largest sports and live entertainment company providing comprehensive venue management and programming services.

"AEG Facilities has an exceptional track record of managing arenas and understands the National Hockey League (NHL) at a very high level," said Glendale City Manager Kevin Phelps. "We want to keep the [Arizona Coyotes](http://www.arizonacoyotes.com) playing in their state-of-the-art home, [Gila River Arena](http://www.gilariverarena.com), and this new partnership with AEG provides the best set of resources and the expertise and economic vision to support the city's commitment to keep the Coyotes in Glendale and in Arizona."

There is one more year on the lease agreement between the city and the Coyotes. If approved as the arena manager, it is AEG Facilities' responsibility to negotiate a new agreement with the team. "We are looking forward to working with the Coyotes at Gila River Arena for this coming season and beyond," said Chuck Steedman, Chief Operating Officer AEG Facilities. "Glendale is known as a premier destination for high-profile entertainment and sports events and with the exceptional lines of sight for hockey along with its great fans, Gila River Arena provides the perfect setting for NHL games."

The agreement provides cost certainty for the taxpayers which was a key goal for Assistant City Manager Tom Duensing. "This is a financially sound deal that results in Glendale paying a lower arena management fee than in previous years and creates a sustainable profit-sharing component between AEG Glendale and the city," Duensing said. "Driving attendance and driving revenue are what AEG does best."

In addition, the shared passion of the city and AEG to drive business to Westgate Entertainment District is a priority for both parties. AEG's proven track record in this area is a major reason why it was selected as the finalist. "AEG's success is founded on its proven business model of finding creative ways to encourage visitors to come to the area in addition to getting them in the arena," said Phelps. He points to AEG's experience with STAPLES Center and the multi-billion dollar entertainment district adjacent to it, L.A. LIVE in Los Angeles and The O2 arena in London which is adjacent to a 28-acre entertainment complex as examples that impressed the city in the arena

manager selection process.

Another deciding factor was AEG Facilities' elite global network of world-class venues, including a very strong presence in the southwest and western United States in locations such as Las Vegas, Los Angeles and San Diego which regularly attract leading artists and events.

www.glendaleaz.com

ABOUT: Gila River Arena, home of the Arizona Coyotes of the NHL, is a state-of-the-art, multi-purpose sports and entertainment facility that attracts over one-million visitors annually to more than 100 sports and entertainment events. The arena anchors the Westgate Entertainment District located on 223 acres for Shopping, dining, entertainment and commercial offices. The arena is also adjacent to the University of Phoenix Stadium, home to the NFL's Arizona Cardinals and the annual Fiesta Bowl. www.gilariverarena.com

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